

Message Text

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PAGE 01 STATE 173834

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ORIGIN COME-00

INFO OCT-01 NEA-05 ADP-00 XMB-01 AID-07 TRSE-00 CIEP-01

CIAE-00 INR-10 NSAE-00 RSC-01 EB-05 /031 R

DRAFTED BY BIC/MEPD/INF:LENGLESON:ML

8/30/73 EXT 20639

APPROVED BY NEA/IRN - JOHN H. ROUSE, JR.

NEA/IRN - MR. MICHAUD

BIC/MEPD - MR. SANDS

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R 311355Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: BGEN, IR

SUBJECT: NATIONAL IRANIAN RADIO AND TELEVISION AM BROADCASTING

REF: TEHRAN 6098

1. ADVISED BY GTE/CONTINENTAL ELECTRONICS TEAM OF RECENT DISCUSSION WITH EMBASSY AND THEIR REQUEST FOR ASSISTANCE REGARDING DELAY OF AWARD ON SUBJECT PROJECT TO SEEK IMPROVED FINANCING TERMS. TEN-DAY DELAY GRANTED BUT GTE/CONTINENTAL REQUIRE ADDITIONAL DELAY 10-14 DAYS. GTE/CONTINENTAL ADVISES THEIR BID LOW BY DOLS 2.1 MILLION HIGH POWER PORTION, BUT EVALUATED FRENCH FINANCIAL PACKAGE PLACES FRENCH DOLS 200,000 UNDER GTE/CONTINENTAL BID.

2. PROJECT IS LARGEST AM BROADCASTING FACILITY EVER PUT UNDER CONTRACT AND GTE/CONTINENTAL EXTREMELY CONCERNED THAT BID BEING EVALUATED WITHOUT PRIME MINISTER INFORMED THAT TOP LEVEL NIRT OFFICIALS STATED PREFERENCE FOR U.S. TRANSMITTERS ON BOTH HIGH AND LOWER POWER PORTIONS.

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PAGE 02 STATE 173834

3. WE HAVE HEARD THAT ALLEDGED POOR PERFORMANCE BY ANOTHER U.S. CONTRACTOR DISADVANTAGES U.S. EQUIPMENT SUPPLIERS ON THIS PROJECT AT THE HIGHEST LEVELS GOI. IMPORTANT THAT GTE/CONTINENTAL EXCELLENT CREDIBILITY REMAIN UNAFFECTED BY OTHER CONTRACTOR PERFORMANCE. (FYI. ALLEGED POOR PERFORMER IS NOT EQUIPMENT MANUFACTURER AND IN THIS CASE THEY INSTALLED FOREIGN EQUIPMENT.)

4. REQUEST EMBASSY CONTACT OFFICIALS IN GOI AT HIGH LEVELS AND EMPHASIZE USG INTEREST IN PROJECT. WE WOULD HOPE THAT PERFORMANCE OF OTHER U.S. CONTRACTORS WOULD NOT AFFECT GOI DECISION ON THE AWARD OF THIS CONTRACT. ALSO REQUEST EMBASSY CONTACT APPROPRIATE GOI OFFICIALS TO OBTAIN ADDITIONAL DELAY REQUESTED. ROGERS

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